

# SALES EXECUTIVE

*Do you have a sales background in the IT, telecom or other technical equipment and solutions industries? Are you a curious and highly customer-oriented hunter with strong communication skills and the ability to convey complex knowledge? Would you like to have a direct impact on building the sales force of an ambitious, well-funded start-up with an opportunity to lead your own sales team in the future? And would you enjoy working in an international environment for an important purpose: Energy transition and connectivity for a sustainable future?*

*If yes, then we have an excellent opportunity for you in Oktogrid in Copenhagen!*

**Stillingen er:**  
Besat

**Ansøgningsfrist:**  
Besat

**Kontaktperson:**  
Martin Nielsen  
+45 81 22 81 80

**Lokation:**  
Thoravej 24B  
2400 København NV



## About Oktogrid

Oktogrid is helping electricity providers bring the grid online for higher reliability and a safer energy transition. The future will be electric, Oktogrid is giving the insights needed to keep the power flowing.

The company consists of a dedicated team of eight employees working with industry heavyweights in optimizing the usage of the electrical grid and making sure that the electrification of our society remains sustainable - and they are now looking for a new team member!

## About the job

As a Sales Executive in Oktogrid you will be selling hardware sensors and software analytics to electricity providers. Your clients will be large international corporates with headquarters in Denmark as well as internationally. You will be addressing your client's organization at director and expert level and work with a sales cycle from 3-9 months. Your results will have a direct impact on Oktogrid's ability to access the global energy industry - a volatile and fast-paced market.

In this role, your key responsibilities will be to:

- Lead sales activities to C-level / upper and middle management in the international corporate market of energy.

- Hunt, qualify and close your own deals.
- Develop footprint, make appointments, run discoveries, present findings to internal teams, and create and follow through the close plan.

As a Sales Executive in a small, dedicated team along with friendly colleagues you will get your hands deeply into new and exciting learnings in an innovative environment. You will interact closely with the CEO of Oktogrid and the Sales Strategist to take the first steps in building Oktogrid's salesforce, which already includes a strong lead generation team consisting of one person in Denmark (for the Nordics) and one in the Netherlands (for the rest of Europe).

Initially, you can expect to receive solid training and soon you will become a core employee working independently and internationally. Your efforts will have a direct impact on Oktogrid's success and in return, you will be given plenty of personal and professional growth opportunities - including the opportunity to influence and eventually lead the salesforce.

### **About you**

Being the ideal candidate, we presume that you possess the following skills and experience:

- Min. 2 years experience and prior success with sales and tenders in the IT, Telecom or similar industry.
- Ability to convey complex knowledge such as digitalization solutions into clarity for the client.
- A solid customer-centric mindset.
- Exceptional hunting skills and persistence in closing your deals.
- Ability to work independently as well as in teams.
- Sincere interest in providing the best service to the client.
- Ability to handle resistance to change.
- Willingness to work in a hybrid environment and to travel approx. 40% of your time.

At a personal level, we are searching for an energetic person with a fair amount of human insight and cross-cultural understanding. We expect you to have a curious and inquisitive mindset and a natural interest and be eager to always look for new sales opportunities.

### **Conditions of Employment**

You are offered a challenging job in a unique project. Here is your chance to challenge your personal and professional skills in a highly ambitious and innovative environment.

The compensation will be in accordance with qualifications and responsibilities.

Your primary place of work will be Oktogrid's new office in Nordvest in Copenhagen. The office has great facilities offering good opportunities for networking and sharing knowledge with people from various industries.

### **Interested?**

*Please apply soonest possible by clicking the "Apply" button and thereby uploading your CV and application in English. For any additional information, please contact Martin Nielsen from Landau Headhunting by phone: +45 8122 8180.*

*Landau Headhunting will carry out the recruitment process. Therefore, all inquiries should be directed to Landau Headhunting. We will call in relevant candidates for interviews on an ongoing basis, and we reserve the right to call in candidates prior to the application deadline.*



*We are looking forward to hearing from you!*

For more information about Oktogrid, click here: <https://oktogrid.io/>